

CHEMIST & DRUGGIST

the newsweekly for pharmacy

Here's the latest invention from Cow & Gate

...it's for feeding babies.

This is no ordinary baby's bottle.

It's a Cow & Gate Prepared Feed.

Many hospitals are using them now because Prepared Feeds, which come in disposable, sterilised bottles, are conveniently ready mixed.

But they are the same as the Cow & Gate Milk Food that you sell, when this is reconstituted.

And every mother whose baby's been given Prepared Feeds will know that too. When she leaves hospital she is given a sample of Cow & Gate Full or Half Cream.

Now that more and more babies are starting out on Prepared Feeds in hospital, you can expect more and more Mums to come to you for Cow & Gate Milk Foods.

Cow & Gate

well-balanced baby diet.



**Pharmacy
mourns death
of O. H. Waller**

**Cosmetics by
post 'club'
is launched**

**Chancellor
rejects NPU's
plea on VAT**

**Contractors
oppose 'season
ticket' scheme**

**MITCHUM
IS NEWS!**

Mitchum Blanchair facial hair bleach. A brilliant hair lightener breakthrough.



Special introductory offer

14 to the dozen RSP £2.40 each *offer closes 28th Feb. 1972*

Big Big profits, plus a really powerful advertising campaign to reach the mass of this colossal market in:
SUNDAY EXPRESS
NEWS OF THE WORLD
WOMAN
WOMAN'S WEEKLY
AND PEOPLE'S FRIEND

A
MITCHUM THAYER
PRODUCT

Dark, unsightly facial hair spoils any woman's appearance. But now there's a way to cope with the problem—Mitchum Blanchair. It's the new hair lightener for face, arms and legs. With Blanchair dark hairs can be quickly, easily and safely made almost invisible. Superfluous hair can be lightened to the colour of the skin. So that no one will notice it. Blanchair contains no ammonia and therefore causes none of the

skin irritation or unpleasant smells associated with some hair lighteners. It's a gentle, pleasant-to-use preparation that leaves skin soft and smooth. And it works in minutes on dark, unwanted hair.

Take advantage of this marvellous offer by ordering now through your usual wholesaler or direct from Interfran Product Management Limited, Sunley House, Croydon, CR9 2DB. Tel: 01-686 7345.

CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4797

The newsworthy for pharmacy

CONTENTS

Chancellor refuses NPU's request for meeting on VAT	213
Chemical supplies maintained—so far	213
Power exemptions for pharmacies	213
DITB to start training for VAT	213
Wider sale for contraceptives?	213
Cosmetics-by-post 'beauty club' to start next week	214
New buyer for Weston shares	223
The Xrayser column: A winter's tale	223
Comment <input type="checkbox"/> Owen H. Waller	231
Contractors oppose Society on 'season ticket' scheme	234
This week's price changes	239

WELLCOME INSTITUTE LIBRARY	
Coll.	WelMOMec
Coll.	
No.	

Appointments	223	Market News	239
Bonus Offers	226	New Products	224
Business Briefly	223	On Television Next Week	226
Coming Events	239	Prescription Specialities	226
Company News	223	Promotions	226
Letters	234	Trade News	224

Editor Arthur Wright, FPS, DBA
Deputy Editor R. E. Salmon, MPS
Markets Editor W. S. Bowman, MPS, MIPharmM
News Editor Stephen Hatcher
Technical Editor P. J. Merry, BSc, MPS
Information Services I. H. Cotgrove
Advertisement Manager James Lear
Advertisement Executives
 J. Foster-Firth, MPS
 John C. Jackson
Production K. Harman

Published every Saturday by
 Benn Brothers Ltd, Bouverie House,
 154 Fleet Street, London, EC4A 2DL
 (01-353 3212). Subscription Department,
 Lyon Tower, 125 High Street,
 Colliers Wood, London SW19
 (01-542 8575)

Midlands office
 240-244 Stratford Road,
 Shirley, Solihull, Warwicks
 021-744 4427

Scottish office
 74 Drymen Road,
 Bearsden, Glasgow
 041-942 2315

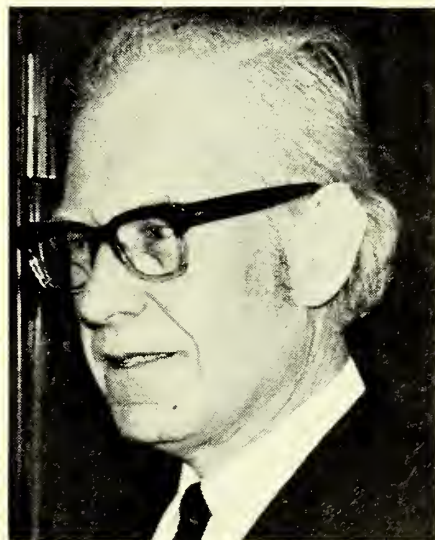
North East office
 Permanent House
 The Headrow, Leeds LS1 8DF
 Leeds 22841

North West office
 491 Chester Road,
 Old Trafford, Manchester M16 9HF
 061-872 5151

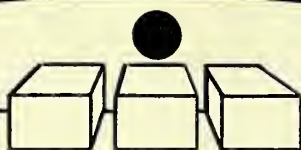
Subscription Home and Overseas £8 pa.
 £0-30 per copy (including postage)

Contents © Member Audit Bureau
 of Circulations

A Benn Group Journal



Owen H. Waller, for 19 years Editor of "Chemist & Druggist", died suddenly last weekend. Tributes to Mr Waller on pp 231-3



The new All-British **SECTOVAP®**

is the most revolutionary fly
killer pack on the market.

You will want to see this most
advanced pack with vapour
control at only 78p. per unit.

Recommended Selling Price

Our representative is on his
way to see you to discuss this
remarkable profit earner.

Cupal Ltd.,
King Street, Blackburn BB2 1EU
Tel: 0254 50321



Chancellor refuses NPU's request for meeting on VAT

The National Pharmaceutical Union have been told by the Chancellor of the Exchequer that they will not be able to meet Treasury Ministers to discuss the administration of value added tax.

In reply to the NPU's letter requesting a meeting (C&D, January 8, p46), the Chancellor's private secretary has stated that: "Discussions are continuing with many associations on the details of procedures, and while because of their commitments Treasury Ministers would not be able to see you, if you would like to have further discussions with the Customs and Excise Department they would be pleased to make suitable arrangements."

In a further letter sent to the Chancellor last week, NPU director Mr J. Wright points out: "We have had very full discussions with officials of the Customs and Excise Department who, as I have said already, have been most helpful and co-operative. But, on repeated occasions, we were told that 'no decision had been taken', or 'that is a matter for the Chancellor', or 'that is a political question which is still before the Minister', etc.

"The outstanding points on which we now wish to make representations and, in most cases, to express deep concern are, for example, the number of rates that our members will have to contend with, the treatment of items supplied on prescription, the basis on which 'small concerns' will be selected for exemption, the shortage of time that we and our members will have to prepare for the introduction of the tax and the question of relief in respect of purchase tax paid on stock in hand at the change-over date.

"All these matters seem to us to depend on decisions that are largely political rather than administrative or procedural and, willing though they are to help, the Customs and Excise Departments are clearly unable to provide answers.

"We appreciate that you are still considering many of the questions that we wish to raise but we would greatly welcome an opportunity of meeting you to let you know how strongly we feel about many of the

possibilities that we know you are considering."

□ The James Walker jewellery group have secured an agreement with Customs and Excise under which goods wholesaled by them to their retail branches after February 1 will be delivered "on consignment", ie, they will not be charged until they are resold. Purchase tax will not, then, be chargeable until the retail branch has disposed of the stock, so that any "double-taxation" will occur only on goods taken in before February 1.

DITB to start training for VAT

The Distributive Industry Training Board is to publish a "simplified guide to value added tax" as the first step in an information and training programme they propose to undertake.

Chemical supplies maintained—so far

The Government's emergency regulations on the consumption of electrical power gave no immunity to pharmaceutical manufacturers.

Since uninterrupted manufacturing processes are often essential, the closing down on two or three days a week was clearly no use for them, and most opted for the alternative of cutting consumption to 50 per cent of normal.

Those manufacturers contacted stated that by dropping production of the less important items and the judicious use of the power available they hope to keep the effect of the reduction to a minimum.

Prolongation of the present situation, it is pointed out, must have a noticeable effect on production and on reserve stocks, meanwhile, deliveries may take a little longer since there are problems in assembly common to all suppliers.

A large wholesaler said that supplies were coming through normally from the manufac-



Pictured at the recent annual dinner and dance of the Society of Cosmetic Chemists of Great Britain, held at the Café Royal, London, are Mr J. S. Cannell, president of the Society (left) and Mrs Cannell with Mr J. P. Kerr, vice-president of the Pharmaceutical Society, and Mrs Kerr

Wider sale for contraceptives?

Why should contraceptives not be packaged like cosmetics and sold openly in supermarkets? Mr Caspar Brook, director of the Family Planning Association asked a conference last week.

Among other challenges Mr Brook put to the Royal College of General Practitioners, who organised the conference with the FPA, were:

□ Why should doctors be in charge of family planning services, with the consequent concentration on medical methods of contraception?

□ Why should the "pill" not be set free now from scientific screening and sold over the counter by chemists?

The College president, Dr G. I. Watson, argued that the last suggestion would stop the College's study of women taking oral contraceptives.

Glaxo decision explained

The Government's "second thoughts" decision to refer both Beecham's and Boots' bids for Glaxo to the Monopolies Commission was taken in order to deal with a "confused situation," Mr Nicholas Ridley, Parliamentary Under-Secretary for Trade and Industry, explained in the Commons.

He utterly "repudiated and rejected" suggestions of sinister Government motives. The decision was taken on the industrial facts of the case.

Earlier it had been suggested that Beecham's offer had not been referred to the Monopolies Commission because the company had contributed to Conservative funds whereas Boots had not.

There was prima facie evidence when Boots made their bid on January 12 that very different questions were raised, said Mr Ridley. "There was certainly a significant degree of vertical integration involved."

Strong views were expressed to the Government by independent pharmacists and those who concerned themselves with the freedom of consumers to choose, that there were objections to the proposed merger.

The Government concluded that in this confused situation the various factors had better be examined by the Monopolies Commission. The two bids could not be seen in isolation.

Power exemption for pharmacies

Exemptions for registered pharmacies are included in the Government's emergency electricity restrictions.

A Department of Trade spokesman explained to C&D early in the week that the aim was for the cuts to affect the health services as little as possible. Electric heating may be used in pharmacies and the display lighting controls are not being applied to "signs indicating the nature of the premises".

Cosmetics-by-post 'beauty club' to start next week

A branded-cosmetics-by-post scheme is to be launched on February 23 by the newly formed company, Universal Beauty Club.

Its function is to give manufacturers the opportunity to promote their products by offering the public specially selected packs at much reduced prices. These kits, which will change every eight to 10 weeks, will be to the value of £5, and will normally cost the club members £1.85, with an introductory price of £1.

Manufacturers already committed include Coty, Eyelure, Gala, Le Galion, and Woltz, each of whom will contribute different lines from their ranges, bought by the Club on bulk order terms.

Mrs Doreen Miller, managing director, told *C&D* that chemists should not be adversely affected as no one product will appear in the kits twice, therefore a repeat purchase has to be made through a retailer.

This view is reflected by all the manufacturers contacted who regard the Club as an ideal platform for promotion by sampling and stimulating sales over the counter.

She considers the scheme offers the public better bargains than through any other promotion, and should have particular appeal because it is directed at the top of the market, thereby involving products that the consumer might be wary of trying out at normal prices.

The Club is hoping for a membership of 100,000 within four to six months, comprising the 15-35 age group, "who spend the bulk of the money". After the initial trial pack has been requested, the customer is automatically enrolled as a member and receives each new kit as it becomes available. But she is entitled to return any pack if she wishes and is not bound by a guaranteed annual minimum of orders.

The first kit will consist of a pair of Eyelure lashes, a Coty base make-up in beige, a 10cc bottle of Le Galion Sortilege perfume and a Gala moisturiser, as well as a reduced price offer on tights and a hair dryer. Included in each pack will be a beauty guide in which manufacturers

will advertise, backed by editorial descriptions of the products, application tips and information about current offers and promotions.

To date there is a total of seven manufacturers participating in the scheme, with a further 12 who have shown interest, according to Mrs Miller. "We have had a marvellous reaction from manufacturers and already have our first consumer member—I don't know how she heard about us."

Following the launch advertising campaign for the first pack in *Cosmopolitan* on February 23, advertisements will appear in *Woman* on March 4 and April 22, *Family Circle* on May 25 and *Woman's Own* in June. Kit number two being available from the end of April.

Although there will be no structured feedback of consumer reaction to the products, manufacturers can specially ask for a questionnaire to be inserted in subsequent packs to test opinions.

The scheme will operate on identical lines to the World Beauty Club in America, which has had 2,000,000 members through their books in five years, with the figure now standing at 400,000. Since its formation, the organisation has reached the stage of being able to charge manufacturers for handling their products.

Baby food code publicised

Date coding of Heinz baby foods received publicity in *The Guardian* this week when the paper's Checkout column reported that a woman had purchased tins of orange and cereal strained breakfast which were three and four years old.

However, a Heinz spokesman told *C&D* that a check on Highgate chemists—in the area the tins were said to have been bought—showed that their stocks were satisfactory.

Nevertheless, the incident served as a warning on stock-turn—something just as important in the larder as in the



Seen being presented with a Philips Audio Plan suite after winning a nation-wide promotional competition is Mr J. Summers (left), a customer of the Hatrick (Glasgow) branch of Vestric Ltd. Making the presentation is Mr R. Watson, branch manager, Hatrick. Also in the picture are (rear left) Mr W. Biggs, of Philips, Mr A. L. Jamieson, Hatrick representative

shop or factory, he stressed.

For chemists who wish to check the date of Heinz baby food in stock, the spokesman confirmed that the last figure of the four digit code relates to the year of production, the first three to the day (eg a code ending in 9 was made in 1969).

Although the products remain fit for consumption, colour texture and taste may deteriorate after about two years.

GPs reluctant with advice

That general practitioners projected the image of being unwilling to give advice on contraception was the view put forward by Sir John Peel, president of the British Medical Association recently.

Speaking at Northwick Park Hospital, Sir John said that many women would like to consult their doctor about the subject, but he regretted that this was probably the least practical source.

The family doctor had a vital role to play in family planning, and, to supplement the meagre information given to the medical student on that subject, postgraduate study would be necessary.

"The provision of advice on contraception, whether it be the 'pill', the loop or any form, should be a part of the National Health Service, just like any medication," Sir John maintained.

Gift for new lectureship

The University of Strathclyde has announced that it has received a gift of £16,326 from Mr George Wallace, in association with Wallace Cameron & Co Ltd, Glasgow, surgical dressing manufacturers, towards the endowment of a lectureship in the University's School of Pharmaceutical Sciences.

The lectureship, to be known as the James P. Todd Lectureship will commemorate the late Professor J. P. Todd who occupied the Chair of Pharmacy at the then Royal Technical College between 1937 and 1961. It will be held variously by different incumbents from the three pharmaceutical departments — pharmaceutical chemistry, pharmaceutical technology and pharmacology.

Professor J. B. Stenlake, dean of the School, explained that it is intended that the lectureship will primarily stimulate new ideas and develop new activities in the pharmaceutical sciences.

It is likely that the first field of study will be related to a new postgraduate course for those in hospital pharmacy which is at present under consideration by the Board of Study of the School.

Professor Todd was himself a noted innovator and became Britain's first Professor of Pharmacy when that Chair was created in 1937 at the Royal Technical College.

£½ MILLION

says New Bristows is just what women want!

Bristows announce the **only** complete conditioner and shampoo in one for every type of hair—dry, greasy, normal and dandruff.

And they announce it with a confident £500,000 expenditure.

* **Television**- Launch burst of no less than six 30 sec. spots per week.

* **Women's Magazines**- Full colour, double page spreads, backed up by single pages in all major weekly and monthly magazines.



* **Special Launch Bonus Prices**

* **Sampling** - Over 2½ million sachets will be sampled.

* **Coupons** - 4p trial offer coupon to 13½ million homes.



New from Bristows
the first complete conditioner
and shampoo in one... for every type of hair.

Stock it, display it, and let £½ million sell it for you.

Price



Labels are marked clearly and positively. They carry your own name at no extra cost and cannot be fraudulently re-applied.

YOUR NAME

17 36 1/2 p



Both NOR models have dial-set wheels that are very simple but positive to set. They are clearly marked and click naturally into correct register.

ONLY £15.50
for the complete tool
PLUS 10,000
LABELS FREE

This special offer applies to all orders received before 28th February 1972

marking

the facts that affect your figures

The efficiency of your price marking can have a crucial effect on your operation. Surveys have shown that illegible markings cost you 7% when they are marked by hand. This means a loss of 7% of your profits to your customers. It means confusion all round.

There is a wide range of marking systems available. Choosing the wrong one can result in a loss of a lot of money - especially if you choose a system that is not economically sound. Surely it is sensible to rationalise your marking system economically.

A new marking system from NORPRINT

The new NOR marking system lets you do this. It can be used everywhere in your store giving consistently legible marking on every type of product.

Each label can carry your own name - at no extra cost - and the labels are fraudproof - they cannot be re-applied to more expensive goods.

Different adhesive strengths are available to

NOR
MARKING SYSTEM

LEAP YEAR OFFER!
for February only....
2 NOR MACHINES
plus 20,000 labels free
ONLY £29.50
and ask our representative about
new coding facilities!

The NOR 5 prints five characters in code. The NOR 7 which prints seven characters in medium type. The NOR 7 gives you the added facility of simple, inbuilt stock control code if you need it.

Both tools are made from tough, break-resistant thermoplastic, are positive and easy to set and are loaded with 1,500 labels.

Each tool costs only £15.50, and with all orders received before 28th February 1972, we will start you off with a free stock of 10,000 labels.

Find out how a NOR system can help build the profitability of your store. Post the coupon now for full information. Send an *unstamped* envelope addressed to:- Norprint Ltd., FREEPOST, Dovercourt, Essex, CO12 1BR

Send an *unstamped* envelope addressed to:-
NORPRINT LTD. FREEPOST, Dovercourt,
Essex, CO12 1BR

I am interested in a demonstration of the NOR Marking System. Please contact me to arrange a convenient time.

Name _____

Company _____

Address _____

001912

If everybody is brand leader, how come New Body Mist outsells everybody?

When more than one brand claims brand leadership, someone's got to be kidding.

We wouldn't fool you about New Body Mist.

Continuing audits over the years have always shown Body Mist as the most popular brand.

Nearly twice as much New Body Mist is bought in grocers and chemists than any other anti-perspirant deodorant.

So, in your business as well as ours . . .



It pays to take care of Number One

COMPANY NEWS

At the time of the purchase of Atlas, ICI stressed the importance of acquiring the "ethical" medicine and specialty chemical side of the company. These are not affected by the FTC ruling.

In brief

American Cyanamid Co: Clifford Siverd, president and chief executive officer, said that earnings in 1971 were \$94.11m (against \$92.59m in 1970). World-wide sales for 1971 were a record \$1,283.48m (against \$1,256.57m).

New buyer for Weston shares

London and County (A&D) Ltd, merchant bankers, have acquired approximately 31 per cent of the issued share capital of Weston Pharmaceuticals Ltd at £0.86 per share for £1,453,239, being the shares previously owned by Co-operative Bank Ltd. They intend the shares as an investment.

Mr R. Weston, Chairman, Weston Pharmaceuticals, who owns approximately 10 per cent of the issued share capital, has given an undertaking to London and County not to dispose of any of his holding for at least a year.

The Co-operative Bank was holding the shares as part security for loans made to Mr Ellis Seillon when the latter was arrested 16 months ago. He was eventually sentenced to five years imprisonment (see C&D, January 22, p90).

E. C. De Witt & Co buy Trentham

E. C. De Witt & Co Ltd have acquired Trentham Laboratories (Nottingham) Ltd, and in consequence the registered office of Trentham Laboratories will now be situated at Seymour Road, London E10 7LX.

De Witt, who previously had a financial interest in Trentham Laboratories, say the principal reason behind the acquisition is to strengthen the distribution and marketing of Trentham products in the UK and particularly to widen the sale of products in the export markets.

Messrs Lees and Heath, founders of Trentham, are now acting as consultants to the industry (see p 224).

ICI must sell part of Atlas

Imperial Chemical Industries Ltd have been ordered by the US Federal Trade Commission to divest themselves of the sales of the explosives and aerospace components divisions of Atlas Chemicals, the American company they acquired last year, for £62m.

Appointments

Unichem Ltd have appointed Mr Michael Palmer their chief accountant, and Mr Kelvin Hide, 24, group auditor.

Bush Boake Allen Inc, the American associate company of Bush Boake Allen, London, have appointed Mr Peter Thomas Wood their president.

Warner-Lambert International: Bryan R. Carmichael has been appointed president of Warner-Lambert International and also a senior vice-president of Warner-Lambert Co.

Deaths

Mylroi: On February 13, Mr Francis Harvey Mylroi, FPS, 55 South Parade, London W3, aged 76. Mr Mylroi qualified in 1920, after which he spent some time in Dovercourt and in Oxford before obtaining his own business in Bedford Park, from which he retired about four years ago. He was designated a Fellow of the Society in December 1971. He was chairman of the West Middlesex Branch of the Pharmaceutical Society for two years before the 1939-45 war. *Mr. J. Anderson Stewart* writes: I met Mr Mylroi first some 30 years ago and after having listened to his criticisms, mainly constructive, of the Pharmaceutical Committee, we became excellent friends. He was a member of the Middlesex Pharmaceutical Committee for two distinct periods and was chairman for two years. Since he retired, he was able to resume his interest in chess and watch first-class cricket, being a member of MCC and county clubs.

Waller: Suddenly, on February 12, Mr Owen Harcourt Waller FPS, 9 Chestnut Close, London N14. Mr Waller retired as Editor of Chemist & Druggist in 1970. Tributes p231.

Topical reflections by Xrayser

A winter's tale

The fuel crisis, with its serious implications, is affecting the whole community. During the past week conditions have been such as to recall forcibly the spartan conditions of my early years in pharmacy. The overall picture of those early days is one of intense cold in the winter months—cold in the pharmacy; cold shop-rounds in their serried ranks to be dusted and polished until they gleamed; cold water, for there was no such thing as a hot tap.

A large front shop had no heating beyond what was provided by a small gas jet, the sole purpose of which was to transfer a neat blob of sealing-wax to finish off the wrapping of a cold bottle of medicine in a sheet of cold white paper. The cold bottle of medicine was sometimes rendered still colder by its containing a solution of ammonium chloride which produced a thin coating of ice on the outside during its preparation. And the shop-rounds contained such things as glacial acetic acid, which might be liquid when one took out the stopper but produced an instantaneous and wonderful process of freezing as soon as it was disturbed. On the shelf beneath was olive oil which, but for the bottle's narrow neck, could have been cut into cubes like butter, or camphorated oil looking like a piece of cheese.

And woe betide the luckless youth whose task it was to make an ointment containing hydrous lanolin which, in the prevailing climate, was converted into something resembling toffee. Despite endeavours to work up some animal heat by polishing the mahogany fittings, the deep and penetrating chill produced a sense of pain. It always surprised me, looking at the red, purple and blue swellings which were our fingers, how the public could retain any faith in the products we sold for chilblains. A paralysing, crippling, perpetual misery of a life chilled to the marrow.

Cold

I am convinced that in several pharmacies I came to know well there was no very good reason for the ice-age conditions, and that something could have been done to alleviate the suffering. But even in my own misery I was able to compare my lot favourably with that, say, of the fishmonger, whose activities did not include the pounding of gelsemium root in an iron mortar.

We have returned on occasion over the past week to conditions approximating to those of our forebears, with the warm smell of tallow when the candles have been lit, and their flickering light has flattered our appearance in a way unknown to those who have lived only in the fluorescent age. But our ancestors knew not, any more than we did fifty years ago, the inspector of shops who looks at our thermometer and tests our illumination with a light meter, and satisfies himself that we have something a little more refined than a keg of senna pods to sit on while we snatch our morning coffee. Morning coffee! Such a thing would at least have generated some spontaneous heat in our Governor.

Misery

Sometimes, as now, some unrelated event sends our minds back across the years, and no one who experienced the physical conditions of half-a-century ago would wish for their return. We do not know what lies immediately ahead, but the fleeting glimpse of restricted lighting and heating has brought back vividly a time of all-pervading cold and misery which only the golden days of a brief summer could efface.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Eyelure pack change

The Miss Eyelure range is now being presented in chrome yellow plastic boxes, mounted on a matching punched card to allow hanging on a wall-strip display or to fit into the company's counter units.

In addition a new long spiky eyelash (£0.64) in black or brown has been launched in the new pack, invoking the Flapper Look and called Hot Points. These containers are prepacked four at a time and therefore must be ordered in multiples of four. Special counter display units are available to hold a dozen assorted Hot Point lashes, and will be delivered with every minimum order of one dozen pairs (Eyelure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Monmouthshire).

Blonding Bleach repacked

L'Oreal's Fair and Cool Blonding Bleach will be available from February 23 in a new pack and carrying a new name, Recital Super Blonding Bleach (£0.88).

The company say the move is being made to expand the Recital cream hair colour range and make the most of its established brand image. The Fair and Cool packs have, for some time, contained an explanatory note to the consumer of the proposed restyling (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Tanning—the Australian way

When Cyclax of London looked into the possibility of improving existing sun tanning products in the United Kingdom they asked Cyclax Australia if they had a sun tanning product to suit the average fairly sensitive English skin. They found two specialised formulations, one for skins that tan easily, and one for fairly sensitive skins. Australian moisture bronze (£1.10) for easy-to-tan skin, filters out less Ultra-Violet rays to suit those who have olive skin and "can safely take a wider field of tanning rays." Australian moisture bronze (£1.20) for sun-sensitive skin is formulated to provide extra protection and is said to be ideal for the fair English

complexion and for young children. Both preparations contain moisturisers and are packed in 95g tubes (Cyclax Ltd, 65 South Molton Street, London W1Y 2BS).

Single tablet Country Herbs

Bronnley's are introducing single tablets of Country Herb soap, in either Rosemary, Camomile and Witch Hazel fragrances, individually boxed (£0.31).

The Country Herb range now consists of a crate of six 5½oz Country Herb soaps; one each of Rosemary, Basil, Marjoram, Witch Hazel, Melissa and Camomile (£1.86); a box of six Country Herb visitors soaps in the same fragrances (£0.66) and a bottle of Country Herb Soaps in Camomile, Rosemary and Witch Hazel (£0.31) (H. Bronnley & Co Ltd, 10 Conduit Street, London W1).

Dietary

Mocca coffee tablets

Mocca coffee flavoured tablets (£0.19) have been introduced into the UK by Smith Kendon, who say the product, packed in 7oz tins, is specially formulated for coffee lovers and motorists in particular. The tablets contain glucose, sugar and caffeine, approximately equivalent to the content in normal beverages (Smith Kendon Ltd, 132 Borough High Street, London SE1 1LG).

Sundries

London launch for tights range

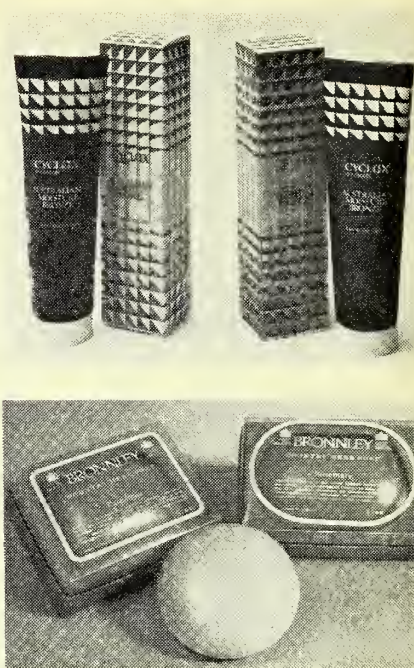
Introduced to the London television area this week after successful test marketing in Tyne Tees, is a range of tights by the British subsidiary of one of the world's biggest hosiery companies.

Aiming at "quality outlets", including chemists, Boutique 77 say that the production-orientated hosiery market has degenerated into a state of price rather than product competition. Although there are hundreds of brands, the market leader has under a 5 per cent share there is little brand loyalty and no brand awareness. They believe that any retailer with a reasonable traffic flow can do well from tights.

The Boutique 77 range comprises Opal, a sheer tight with a Lycra gusset; Sapphire, in three sizes each with a gusset and fabricated in micromesh, run resist and sheer knit, and Nur Dee, a one-size micromesh tight in fashion colours. Altogether the range offers nine sizes, five shades, seven styles and three brands, all accommodated on a stand occupying 2 sq ft of floor space. Prices range from £0.25 to £0.40.

Boutique 77 offer their tights on a "service basis," a monthly call from the van man will refill the stock and exchange slow moving shades for eredit. This system allows the company to adjust its production to meet fashion trends.

The Boutique 77 range is being backed with heavy television advertising and will be extended to the rest of Britain within the next year. The company are later hoping to introduce a range of low priced, chemist-only, support tights (Boutique 77 Ltd, 209 Vale Road, Woolton, Liverpool).



TRADE NEWS

Now Senna-Discs

Arthur H. Cox & Co Ltd, Brighton, announce that the name of their senna tablets is being changed from Sennalax to Senna-Discs. This is an alteration of brand name only; the formula, pack and price remain unchanged.

Line discontinued

Winthrop Laboratories, Winthrop House, Surbiton-on-Thames, Surrey, have announced that they have discontinued the 20 per cent suspension of their speciality Benorylate.

Ring Bottle bubble bath

Andre Philippe Ltd, 71 Gowan Avenue, London SW6, point out that their Ring Bottle bubble bath comes in a glass container, and not as previously indicated (February 12, p191).

Pharmaceutical consultants

Pharmaceutical Projects Ltd, Easthorpe House, Loughborough Road, Ruddington, Nottingham, have been formed by M. P. Lees, MInstM and D. Heath, MPS, as a consultancy organisation for the formulation and innovation of new pharmaceutical products. The company will also help in product test market and packaging design.

For those wishing to import pharmaceutical products advice and help is available concerning licences, licensing and likewise

Continued on p 226

NOT JUST ANOTHER PAINKILLER!

non-ERGOTAMINE

Migraleve

is SPECIFICALLY for the PREVENTION and TREATMENT of MIGRAINE so



STOCK! DISPLAY!! and RECOMMEND it!!!

Look carefully at our "FORMULA FOR SUCCESS" * and you'll see why

Migraleve

is the first successful O.T.C. product you can recommend **SPECIFICALLY** for the **Prevention & Treatment of MIGRAINE!**

* FORMULA:

Each PINK tablet contains: Buclizine Dihydrochloride 6.25 mg., Paracetamol 500 mg., Codeine Phosphate 8 mg., Dioctyl Sodium Sulphosuccinate 10 mg.

Each YELLOW tablet contains: Paracetamol 500 mg., Codeine Phosphate 8 mg., Dioctyl Sodium Sulphosuccinate 20 mg.

Pack includes 16 pink tablets and 8 yellow tablets. Detailed dosage instructions are issued with the product.

* That's our "FORMULA FOR SUCCESS" and you can profit from it when you STOCK, DISPLAY and RECOMMEND MIGRALEVE to your customers!

* Just recall MIGRALEVE's advantages! 1 in 10 of your customers are potential purchasers! And because of the recurrent nature of migraine, MIGRALEVE buyers are likely to be REPEAT BUYERS!

* MIGRALEVE is NOT just another painkiller but really works against MIGRAINE!

* MIGRALEVE is the only specific for both TREATMENT and PREVENTION of MIGRAINE that's available without a prescription!

* We're doing our promotional best by mailing the medical and allied professions and by strong advertising in medical and professional journals!

* So NOW IT'S UP TO YOU to tell your customers about MIGRALEVE - not just another painkiller but specifically made available for sale directly to the public "FOR THE PREVENTION AND TREATMENT OF MIGRAINE".

STOCK - DISPLAY - RECOMMEND MIGRALEVE! Full information is available on request from:



INTERNATIONAL
LABORATORIES
LIMITED *Ethical Division*

LINCOLN WAY · WINDMILL ROAD · SUNBURY-ON-THAMES · MIDDLESEX

Telephone. SUNBURY-ON-THAMES 87411

Telegraphic. PARMINTUS, SUNBURY-ON-THAMES

Continued from p 224

Pharmaceutical Projects will act as consultants for companies in the UK wishing to enter the export markets. A brochure in three languages is being prepared giving an outline of the consulting activities available.

Bonus offers

Golden Ltd, Berkeley Square House, Berkeley Square, London W1. Twice as Lasting. Stockists of all products. 13 dozen invoiced as 12 dozen on orders of six dozen.

Gordon G. Spencer Ltd, 46 Ravensdale Avenue, London N12 9HT. Halex twin children's toothbrushes. Reduction of £0.40 per dozen. Steel cuticle scissors. Straight, reduction of £0.96 per dozen. Curved, reduction of £1.20 per dozen (while stocks last).

PRESCRIPTION SPECIALITIES

BRICANYL syrup

Manufacturer Astra Chemicals Ltd, PO Box 117, King George's Avenue, Watford, Herts
Description Red, sugar-free vehicle containing in each ml terbutaline sulphate 0.3mg. Sweeteners: saccharin and sodium cyclamate
Indications Bronchospasm in allergic and intrinsic asthma, chronic bronchitis, emphysema and in other lung diseases

Dosage Adults: 10-15mls two to three times a day. **Children:** (3-7 years) 2.5-5mls two or three times a day, (7-15 years) 5-10mls two or three times a day

Precautions Care should be taken in patients with hypertension, myocardial insufficiency or thyrotoxicosis, also when aminophylline or related compounds are given intravenously

Side effects Those attributable to sympathomimetic amines, eg tremor and palpitations, which are as a rule transient

Shelf life Two years

Dispensing diluent Water

Pack Bottle of 200mls and spoon (£0.75 trade)

Supply restrictions Recommended on prescription only

Issued February 1972

PARISILON tablets

Manufacturer Riker Laboratories, Morley Street, Loughborough

Description White tablets each containing prednisolone sodium phosphate, in two strengths 2.5mg and 7.5mg

Indications Respiratory conditions, rheumatoid arthritis, ulcerative colitis, dermatological conditions

Contraindications Peptic ulcer, osteoporosis, cases with psychotic tendencies, severe hypertension and infection that is not being controlled by antibiotics

Dosage Total daily dose should be administered in the morning or at night; or as two half doses in the morning and evening
Notes The prednisolone is dispersed throughout an inert porous plastic matrix to prolong its release

Packs 100, 2.5 mg tablets (£1.08 trade), 100, 7.5mg tablets (£2.48)

Supply restrictions TSA

Issued 1971, to be promoted shortly in UK

PROMOTIONS

Aronde spring offers

A range of free offers is being made by Aronde for the spring. These comprise three of the company's hair products, egg and lemon shampoo, herb shampoo and giant hair spray, each coupled with a cream rinse (normal value £0.20) and selling at their usual prices of £0.22, £0.22 and £0.44 respectively; talcum powder in a choice of three fragrances, retailing at £0.33 to include a roll-on deodorant (normal value £0.27); and sun oil at £0.33, to include cleansing milk (value £0.33).

All these products are bagged together with a card giving the normal prices, special price and the amount saved in red lettering. In addition, their hand-cream has been reduced from £0.24 to £0.19 for a limited period, and is clearly marked 5p off.

The three hair product offers are being supported by advertising running from March to August in *Vogue*, *Vanity Fair*, *Harpers & Queen*, *Hers*, *Petticoat*, *Annabel*, *19*, *Fabulous*, *Woman's Own*, *She*, *Woman's Journal*, *Nova* and *Cosmopolitan*. A new dump bin has been designed to hold the special offer packs (Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight).



A Minalex dispenser unit (HD 652), holding two 400ml and three 200ml packs, and two crownners (HD 651) are now available. These continue the "builds up children" theme introduced recently on the re-styled packs (Merchandising Officer, Glaxo Laboratories Ltd, Greenford, Middlesex)

Clairol Press advertising

This month, Clairol's Nice 'n Easy hair-spray is being advertised in the *Daily Mirror* and *Daily Express*. This product, launched recently along with Clairol Creme Rinse in 60cc plastic bottle, comes in two sizes, 210g and 454g (Bristol-Myers Co Ltd, 17 Stratford Place, London W1).

Success for Robinson's

Robinson's Baby Foods' "Puzzle Prizes" campaign just ended, is claimed the most successful baby food promotion ever.

It was a straight exchange of a choice of toys for vouchers which could be

found on Robinson's Instant Baby Foods or Cereals; there were over 200,000 redemptions during the promotion and sales increased by 19 per cent.

Following the success of "Puzzle Prizes" in 1971, a similar approach will be used this year (Reckitt & Colman food division, Carrow, Norwich NR1 7SA).

Optrex navigator's trophy

Optrex are co-sponsoring with the magazine Autosport a completely new trophy for the National RAC Rally of Great Britain in December.

This award, the National Navigator Trophy, offers co-drivers the opportunity of competing in the championship and winning equal prize money to the drivers' (Keldon Ltd, Wadsworth Road, Perivale, Middlesex).

Dr White's continue theme

This year's consumer advertising for Dr White's sanitary towels continues the "Today of all days" theme, with the conclusion "You know you can trust Dr White's". The publications selected are *Woman*, *Woman's Own*, *Woman's Realm*, *Annabel* and *Flair*, claimed by the manufacturers to be read by 80 per cent of women in the 15-44 age group (Lilia White (Sales) Ltd, Charford Mills, Birmingham 8).

Vitapet display stickers

Vitapet stockists can now obtain 7½in wide special self-adhesive window stickers, which carry the message: "Poor skin and coat? Moulting problems? Feed Vitapet" and echo the product's pack colours of dark brown, orange and white (British Cod Liver Oils (Hull and Grimsby) Ltd, Marfleet, Hull, Yorks).

Consumer Offer

□ During the spring, Houbigant are offering a free 3cc bottle of perfume with each 1oz aerosol spray mist in Chantilly and Quelques Fleurs. The price of £1.25 during this period compares with £2.60 for the items bought separately (Houbigant Ltd, 76 City Road, London EC1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; Wa = Westward; B = Border; G = Grampian; E = Eiraann; CI = Channel Islands.

Anadin: NE

Askit powders: Sc, G

Breck Basic: WW

Buttercup syrup: Lc, Y

Elnett Satin: All except E, CI

Famel adult cough syrup: All areas

Man size Scotties: All except E

Menthacol: All except U, E, CI

New Bristows: All except E

Protein 21: All areas

Reban treatment shampoo: All except E

SR toothpaste: All except E

Signal: All except NE, E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: So

Showrax takes very good care of your future with successful Eureka!

Thousands of retailers everywhere tell us that Eureka is Britain's best instore display system. They have proved it a winner.

To help you judge for yourself use the coupon and we'll put you on the road to success.

Just for the record Eureka is beautifully designed, ruggedly constructed from the best materials and finished in a choice of nine colours to delight the eye and individualize your display.

Installing the slot-together components is rapid and the complete system

provides you with the finest merchandising tools available—anywhere.

Tools for your particular trade. Everything to achieve maximum impact.

We have a countrywide planning service and expert Instore Consultants can advise you, without obligation, on the advantages of going Eureka!

And spin a little extra profit with Karu-Sell, the rotary display unit for winning sales.

Take a progressive step. Use the coupon, now. Enjoy success.

Eureka! INSTORE SYSTEM BY
showrax

Photograph by courtesy of St. Clair Sampson Ltd.



SHOWRAX LTD • TOWER WORKS • NORTH FLEET • KENT • GRAVESEND B0671

Please send me details of successful Eureka ☐ Karu-Sell ☐

Name _____

Company _____

Address _____

Tel. No. _____

CD/272



It may be a bit difficult to select

A person will have to decide whether he fancies himself in frames that are square. Or round.

Whether the new Polaroid blue lenses suit him best. Or the magenta. Or the tan or neutral grey.

Would she prefer to appear mysterious in a dark lens? Or reveal her long, luxuriant eyelashes through a light one?

Ah, the difficulty of choosing one pair, what with all the new frame styles and lens colours we've added this year!

Of course, whatever style he ends up with, a person knows he's made the right choice if they're Polaroid sunglasses.

Because they can eliminate up to 99% of reflected glare.



pair of Polaroid sunglasses this year.

(Regular sunglasses only darken this glare.) Polaroid sunglasses are scratch- and shatter-resistant, too.

And just to remind everyone of all these wonderful things, we're running the biggest advertising campaign in our history.

So it may be a bit difficult to select one style of Polaroid sunglasses.

But selling a large volume of them?

Ah, nothing easier.

Polaroid Sunglasses



UNICAN

right again!

UNICAN are right again - with the timing of their National advertising campaign which commences on March 3rd ready for the Spring and Summer seasons - and remember

UNICAN have the right varieties

- 6 types of BEER & 16 types of WINE

UNICAN have the right quality

- laboratory controlled production

UNICAN have the right distribution

- through over 40 leading wholesalers throughout U.K.

UNICAN have the right profit margins for you

- second to none

MAKE SURE YOU GET YOUR STOCKS OF UNICAN - RIGHT NOW

ready for the increased demand which is coming.

New stockists are invited to write for details of special introductory offer.

Monks' Home Brews Ltd., Nordrach House, Staple Hill, Bristol BS16 4QF

Telephone Bristol (0272) 657241

The associated company of Grey Owl Laboratories Ltd.

COMMENT

Owen H. Waller

The suddenness of Owen Waller's death creates a numbness that makes it impossible to render immediately a full appreciation of his work in pharmacy. Indeed, it is difficult to realise that we shall no longer receive manuscripts bearing his initials, for only a few hours before his death he was offering help to an extended *C&D* staff and trying to arrange a social occasion.

Owen Waller was Editor of *Chemist & Druggist* for 19 years—a term only exceeded by Alfred C. Wooton, a previous occupant of that chair. It was, therefore, inevitable that he should make a profound impression not only on *C&D* but on his chosen profession of pharmacy.

Throughout those years he checked almost every word that appeared in the *C&D* columns. His knowledge of typography was extensive and he was a former president of the Society of Typographical Designers.

Utterly dedicated to the production of the journal, rarely missing a Press day, he never refused to undertake "out of hours" activities if it would yield "copy" or further the progress of the paper. In fact he probably put in more homework than other members of the staff—who often wondered how he managed to fit in his family and other interests.

If he had a fault it was his reluctance to delegate, but then he readily acknowledged that business management and organisation was not his forte; he preferred the composition and lay-out aspects of his craft.

Owen Waller spoke little of his previous history, and some individuals may have found him difficult to know, yet he had a charm and personality that usually caused others to be more forthcoming.

Although his pen could be vitriolic it was never malicious. It caused him great personal unhappiness when anything he had written was considered to be unkindly and he would go to great lengths to make amends. Only those who were really close to him knew how deeply he was hurt by one such rare incident during the last few months of his career.

Undoubtedly the highlight of his Editorship was the production of the *C&D* centenary issue that had in its foreword an appreciation by Mr Derek Walker-Smith, the then

Minister of Health. At that time he obtained a great deal of pleasure from being able to hand over to the Society a piece of silver to celebrate that centenary occasion.

The Fellowship of the Pharmaceutical Society, awarded in June, 1966 "for distinction in pharmaceutical journalism", set the seal on a distinguished career, and it was fitting that his name should have been included in the first list of Fellows to be designated under the new by-law.

To all who knew Owen Waller, it will seem a cruel blow of fate that he was granted but two short years following his retirement in January 1970.

Indeed, his untimely death comes as the greater shock because of the full life he had continued to lead. Owen Waller's pen was active to the last, and he became a figure almost as familiar in Bouverie House as he had been in Essex Street, sometimes helping former colleagues over a difficult period, sometimes following up a line of research in his beloved "bound volumes".

A love of history

But after retirement his horizons broadened and he devoted much time to the cause of pharmaceutical history, an area of interest to which he gave full rein during his Editorship of *C&D* and for which he gave the paper a high reputation, especially in the former Annual Special Issues. Mr Waller continued this love through his Editorship of *Pharmaceutical Historian*, the journal of the British Society for the History of Pharmacy.

Many commissions had come his way since retirement, and any he accepted were undertaken with that same attention to detail that marked his whole career. Recently, too, he had once again given selflessly of his services—this time as chairman of the print and publicity subcommittee of the 1973 London meeting of the British Pharmaceutical Conference.

All in pharmacy have benefited from Owen Waller's astuteness, and the scholars and students of the future will have cause to be grateful to the hand that guided the *C&D*'s recording of the pharmaceutical scene during his era.

Our deepest sympathy goes out to Mrs Waller and her family. We share their loss.

APPRECIATIONS

Many tributes to Owen Waller's contribution to pharmacy have been received, among them the following.

MR ALLEN ALDINGTON, a past-president of the Pharmaceutical Society, writes: The passing of Owen Waller has come as a great shock to those of us who have known him so well, and who, by his retirement a few years ago were made aware of the passage of time, which was not evident in his upright bearing and obvious good health.

He was called to an avenue of service in pharmacy which allowed him full scope for his control of the written word and penchant for the happy phrase. His great

interest in the technical side of magazine production, in type faces and even in the historical background, made him an interesting person to listen to and to know. I well remember an occasion when he addressed a few of us at a small dinner party during his presidency of the Society of Typographical Designers, when this facet of his life was so obviously an enthusiasm which he had cultivated and studied.

His Editorship of *Chemist & Druggist* brought a humanity to its columns and an incisive quality which sought not only the truth and the public interest in any problem, but also considered the pharma-

ceutical implications to the full. His presence at a meeting or a conference gave his readers not only the benefit of a concise and accurate report, but also in other parts of the journal a comment on sidelights or stories which humanised the proceedings and brought them to life again.

Owen Waller could be devastatingly critical, particularly where he thought that "authority" was being used unwisely; but he was also constructive in his suggestions and fair in his assessment of both sides of any problem. Singularly active, even in retirement, he will long be re-

continued on page 232

APPRECIATIONS

membered with affection, and our thoughts and sympathies go out to his wife and family in the sudden loss which they have sustained.

MR ALLAN SHEPHERD, publisher of *Chemist & Druggist*, 1952-1966, writes: It was a sad moment for me to learn of the sudden and unexpected passing of an old and valued friend and colleague of some 35 years' standing. Only a few short weeks ago I sat on a committee of which Owen Waller was chairman. He was confident, relaxed and in the best of spirits, obviously enjoying his retirement to the full.

I first met Owen in 1935 when he joined the editorial staff of *Chemist & Druggist*, bringing with him the experience he gained while serving in the literary department of Burroughs Wellcome & Co. When war came he was transferred to Bath and did valuable work for the defence services. His Editorship of *Chemist & Druggist*, especially during the early years, was a task of no small magnitude. Changes in style, new formats, new kinds of media, were the order of the day, but through all this Owen Waller never wavered from

'Owen Waller never wavered from his ambition to make C&D the best business journal of its kind'

his ambition to make *C&D* the best business journal of its kind. Blessed with a facile pen and an enormous capacity for work (office hours were of no significance and night merely an extension of the working day!) he built up his paper to a standard second to none.

Owen had a great liking for typography and display and was never happier than when juggling with masses of pictures, captions and text, dovetailing all these into the pages of *C&D*. He is to be remembered especially for his contribution to *C&D* Quarterly Price List. The format he devised for that publication is basically unchanged today and is not likely to be bettered in the future. He is to be remembered also for his work on the special issues of *C&D*, and it was a matter of sadness to him when, for economic reasons, the well-known series of *C&D* Annual Special Issues had to be dropped. His *pièce de résistance*, in my view, was undoubtedly the Centenary Number of *C&D* into which he poured all his skill and knowledge, resulting in a publication to be widely acclaimed as one of the best of its kind.

MR R. J. POWER, president of the Pharmaceutical Society of Ireland, writes: The unexpected death of Owen H. Waller comes as a great shock to his many friends in Irish pharmacy. He was widely known and respected as the Editor of *Chemist & Druggist*, as a knowledgeable pharmacist, and as an Englishman who developed a first class understanding of Irish pharmacy and its difficulties.

He was a frequent visitor to this country—north and south—and at pharmaceutical gatherings he impressed his listeners by his balanced and unbiased appraisal of current problems.

On behalf of Irish pharmacy I offer his widow and children and his colleagues our deep sympathy.

MR L. G. MATTHEWS writes: Owen Waller's place as one of the most successful Editors of *Chemist & Druggist* is well assured. For many years he continued the wide-reaching Annual Special Issues for which he secured contributions from the leading medical and pharmaceutical writers. His own personal interest in the history of pharmacy developed with the years. Many important articles were commissioned by him and they made a valuable addition to the literature.

Shortly after his retirement from the Editorial chair I invited him to take the Editorship of *The Pharmaceutical Historian* and I was immensely pleased when he accepted. He said that while he could contribute "experience as an editor and journalist" he disclaimed expert knowledge on history. This was modesty, for that he possessed this too was made clear in his excellent address at an evening meeting in November 1970 on "Press coverage of pharmacy's history", a survey of a century and more. This was as deeply appreciated in France as here; he was warmly congratulated upon it in the French *Révue d'Histoire de la Pharmacie*.

The British Society for the History of Pharmacy owe him a great debt for editing the *Historian* in a professional style; not only that but for his forward looking proposals at its committee meetings. We shall miss him greatly: he combined friendship with wisdom and humour. All members of the History Society will wish to extend their sympathy to Mrs Waller and to her family in this grievous loss.

MR BRIAN O'MALLEY, the Pharmaceutical Society's publications manager, writes: It is difficult to believe that Owen Waller is dead. Only recently he had become chairman of the print and publicity subcommittee for the British Pharmaceutical Conference 1973 and, with his usual enthusiasm, was already busy preparing rough designs for a Conference motif. Under his honorary editorship *The Pharmaceutical Historian* had been transformed by his professional touch, and he was busy with half a dozen other projects, still applying for the benefit of pharmacy his unmatched knowledge of pharmaceutical affairs, his masterly journalistic technique and his unerring typographical flair.

I first had the privilege of working with him in 1946 when he was assistant editor of *C&D*, and I was a completely green recruit to the editorial staff. He was a generous teacher, unstinting in the pains he took with his junior colleagues, teaching them the intricacies of the craft and inspiring them with his own zest for the

job. He was a prodigious worker, completely dedicated to the paper, and like most journalists was probably at his best in times of crisis, writing against the clock in a fluent italic hand that never ceased to be legible no matter how fast he wrote. I owe him a great debt for the encouragement he gave me both during the three years I was on the *C&D* staff and through all the years of close personal friendship since. All of us who are concerned in pharmaceutical publishing will miss him sadly.

Mrs Waller frequently accompanied Mr Waller on public occasions and made many friends in pharmacy. They will all wish to extend their sympathy to her in her sudden bereavement.

MR W. G. HOLLIS, former director of the Proprietary Association of Great Britain, writes: Having known Owen Waller since I joined the PAGB in 1950. I am anxious to pay tribute to his unfailing courtesy and charm of manner. He was a journalist with whom one co-operated with willingness and absolute trust.

As a representative of the pharmaceutical industry one can report that during his period of office as Editor he always endeavoured to present the views of the industry with absolute impartiality. He will long be remembered for his sterling qualities.

DR H. DAVIS, former chief pharmacist at the Ministry of Health, writes: I have just learned the sad news of the death of my old and very much revered friend Owen Waller with whom I was often closely associated during my 19½ years at the Ministry of Health. Mr E. Fawcitt, deputy chief pharmacist of the Depart-

'A journalist with whom one co-operated with willingness and absolute trust'

ment of Health and Social Security, gave me this news in the absence of Dr T. D. Whittet who is on a tour of Australia and the Far East. Had he been here Dr Whittet would have been one of the first to send his condolences and appreciation of Owen Waller's services to pharmacy.

My first close contact with Owen Waller was made during my presidency of the Guild of Public Pharmacists in 1933. The Guild then produced a modest publication, *The Public Pharmacist*. Funds were meagre with a five shilling annual membership fee and the cost of this production had to be borne by the advertisements. The editor of this journal appealed to hospital pharmacists to support those firms advertising in *The Public Pharmacist*. Owen Waller, as Editor of *Chemist & Druggist* seized on this and condemned it—a good example of his perspicacity and enterprise as a pharmaceutical journalist.

I was given the awkward job of replying to the charges which from his point of view were justifiable but the appeal had been made innocently and in good faith. During our association with this business I became deeply impressed with his integrity and determination as a journalist, ever on the alert for a scoop. We became firm friends; our friendship continued until the end of his days.

When I was appointed chief pharmacist to the Ministry of Health in 1947, Owen was one of the first to wish me well. Within a few months I was taken to task by the Editor of *Chemist & Druggist* in his cordial and friendly way.

'His desire always was to use his pen to maintain and enhance the status of pharmacy'

Inadvertently I had passed some information to the *Pharmaceutical Journal* without doing the same to the *Chemist & Druggist*. Again he was right and I was wrong. The position was rectified and all future notices went to the editors of all the pharmaceutical publications.

He was popular with all my colleagues who I am sure will join in this appreciation and message of sympathy to his wife and family. We all mourn the loss of a great pharmaceutical journalist and a good friend and deeply regret his well-earned retirement was so brief.

MR J. WRIGHT, director of the NPU Group, writes: Owen Waller's passing will come as a great shock to his countless friends in pharmacy. Particularly whilst he was Editor of *Chemist & Druggist* we met regularly and at all times he was helpful and friendly. Yet he did not hesitate to criticise the NPU or the Society where he felt criticism was due. He was proud of his professions—pharmacy and journalism—and his desire always was to use his pen to maintain and enhance the status of pharmacy.

Owen Waller would provoke discussion at meetings and informal talks, often with an air of impishness that could be disconcerting, with a view to clearing the ground and getting down to fundamentals. Over the years by his critical appreciation of decisions at Bloomsbury Square and Mallinson House, he has helped to shape pharmacy.

The NPU Executive Committee and the staff at Mallinson House join me in expressing sincere sympathy to Mrs Waller, whom many of us have met with Mr Waller and his family. We hope that they will be strengthened by the friendship of all those who knew Owen Waller so well.

MR ARTHUR SHAW, secretary ABPI, writes: The pharmaceutical industry will share with other sectors of pharmacy a sense of great regret on hearing the news of the death of Owen Waller.

Under his Editorship *C&D* maintained close links with the industry and in its feature articles and commentary reflected the changes which have taken place in

the industry during the past 25 years.

Owen Waller was a craftsman, and like a true craftsman paid meticulous attention to detail. Recently he had been helping us at the ABPI office to develop a project which called for pharmaceutical knowledge, technical accuracy and the ability to visualise a scheme through to completion. His expertise was such that all these skills were readily available and it is that rare combination which will be missed by all who came into contact with him.

Our sympathy goes out to his wife and family in their sad loss.

MR T. I. O'ROURKE, a past president of the Ulster Chemists' Association, and vice-president of the Pharmaceutical Society of Northern Ireland, writes: Ulster pharmacy has lost a good friend by the sudden death of Owen Waller. We teased him over the years that he had become as Irish as the Irish themselves. He had a great "gradh" for Ireland. He loved to air Irish words and Ulsterisms and was deeply interested in our folk lore. He even became proficient at Celtic scroll work and collected Irish records, both orange and green.

Owen lost no opportunity to come over here and was a frequent visitor to UCA

'His writings threw a guiding light on problems confronting the pharmaceutical profession'

weekend conferences. One of his earliest assignments was to cover the BP Conference in Belfast in 1935, the last Conference before his retirement was again in Belfast.

Owen endeared himself to pharmacists everywhere by his sincere interest and enthusiasm for everything to do with pharmacy, past and present. All of us share with his wife and family their deep sense of loss.

MR IAN B. SMITH, managing director of BDH Pharmaceuticals Ltd, writes: I was grieved to learn of the very sudden death of Owen Waller. I, like many of my colleagues in the pharmaceutical industry, have known and respected Owen for a great number of years. He was one of "life's quiet gentlemen" who, if he could not find something good to say about a man, never said anything bad.

As a journalist his writings always reflected his honesty of purpose; indeed, during his years as Editor of *Chemist & Druggist*, many's the time his writings threw a guiding light on problems confronting the pharmaceutical profession.

Pharmacy has lost a champion, many of us have lost a friend, all of us extend our sincere sympathy to Mrs Waller and members of the family on their sad loss.

MR W. H. BOYD, past president of the Pharmaceutical Society of Northern Ireland writes: With the passing of Owen Waller, the North of Ireland chemists

have lost a sincere friend. In his long association with our Society as Editor of *Chemist & Druggist*, he has always impressed us with his accurate and impartial reporting of our affairs. His ability to sum up difficult situations and his deep understanding of pharmaceutical affairs, ensured that his comments were always reasonable and factual.

He was at all times approachable and willing to assist us in any way possible.

Although of a quiet and retiring disposition he nevertheless enjoyed to the full the social occasion and made many friends amongst our members. We deeply regret his death and would associate ourselves with the sympathy expressed to Mrs Waller and members of the family.

MR GEORGE RAINE, Guild of Public Pharmacists, writes: The news of the passing of Owen Waller will bring much sadness to a large number of hospital pharmacists. As Editor of *Chemist & Druggist* he was a well-known personality not only at the British Pharmaceutical Conference but at many other gatherings of pharmacists. Whenever the Press were invited to a gathering of hospital pharmacists you would be sure that Owen Waller would be there. However busy he was he always found time to attend hospital pharmacy functions, and his reporting was always clear, pertinent and fair and showed a remarkable degree of understanding of the responsibilities and duties as well as the particular problems of hospital pharmacists.

I was privileged to be counted among his friends for a number of years and I would like to pay tribute to one who was not only in the top rank of his profession as a pharmaceutical journalist but a modest and kindly man of impeccable integrity.

MR H. STEINMAN, FPS, treasurer, Pharmaceutical Society of Great Britain, and a member of the NPU executive, writes: For many years Owen Waller was "the *C&D*"—and during those years he was very kind to me personally and politically. It was a pleasure to be with him, as a thorough gentleman to all, and his loss will be felt in many a pharmaceutical sphere. *Chemist & Druggist* may be proud of his service to all concerned.

MR. K. A. LEES, chairman, Science Group British Pharmaceutical Conference, writes: Owen Waller was always a popular figure and a constant supporter of the British Pharmaceutical Conference. He had an innate appreciation of matters scientific and could always be relied upon to produce encouraging and constructive reports, although when the circumstances required it his cogent but well-meaning criticism was helpful to all. He always had the best interest of the Conference at heart and will be sadly missed by Conference members.

The following telegram has been received from Mr Brendan Smith, secretary of the Irish Drug Association: On behalf of myself personally and the members of the IDA, please accept deepest sympathy on the sad death of your late colleague.

PROFESSIONAL NEWS

Contractors oppose Society on 'season ticket' scheme

Local pharmaceutical committees have rejected the proposed investigation of a scheme to limit the amount of prescription charges paid by an NHS patient in any one period.

The last meeting of the Central NHS (Chemist Contractors) Committee heard that a majority of replies to a questionnaire were opposed to the idea. The Pharmaceutical Society had suggested that a study should be carried out into the feasibility of devising a scheme to ensure that no patient would pay more than the cost of a prepayment certificate during the appropriate period of months covered by such a certificate.

The scheme would involve the pharmacist in the issue of some kind of receipt for each prescription charge paid, it was said.

The Committee agreed the final arrangements for the meeting between their representatives, officers of the Department of Health and the expert advisers appointed to review the basis of calculating the profit margin of NHS remuneration. It was noted that work was proceeding satisfactorily with the collating of the results from the container costs inquiry.

The Committee decided to refer to the NPU a suggestion from a Pharmaceutical Committee that a central depot be established for the supply of colostomy/ileostomy appliances and associated spare parts that were becoming increasing difficult to obtain in under two to six weeks from the makers.

A pharmaceutical committee had expressed concern about the number of EC10 (HP) forms being received calling for doses of tablets which did not correspond to the commercially available tablet strengths. After discussion, the Committee decided to make representations to the Department that where a pharmacist had to supply two different strengths of the same tablet to make up the dose ordered by the prescriber, two fees should be allowed.

A contractor had complained about the

changed situation brought about by continuing inflation whereby the "swings and roundabouts" arrangement ceased to apply to price changes made by pricing bureaux six weeks after such changes had actually been made. In the past, price decreases particularly of antibiotics, had balanced out price increases on other products, but the great majority of price changes were now in a strongly upward direction. The Committee asked the office to prepare a report so that the Committee could study the full implications of any alteration in the present arrangement.

Further complaints had been received about the unsuitable format of the EC34 invoice forms issued by some Executive Councils. The Committee decided to press the Department again for the adoption of a standard form for use throughout England and Wales incorporating the best features of the various versions.

It was noted that the Executive Council letters and notices inviting applications for the rural area subsidy in respect of the year 1971 were shortly being posted to chemist contractors.

As a result of the Committee's representations it was noted that the Department of Health had agreed to extend the period of payment for oxygen therapy equipment no longer required by the patient. When Executive Councils advised chemist contractors that oxygen equipment was no longer required, payment would cease after three days from the date of notice sent to the chemist, instead of two days, as at present. The new arrangement would apply to all cases where the date of the notice issued by the Council was March 1, 1972, or later.

A memorandum is to be submitted to the Department on the Report on the Organisation of Group Practice.

LETTERS

Whose spokesman?

May I, through your columns, congratulate Mr Stanley Blum on making the national press at least twice recently with regard to the Wolverhampton case. Until I read his comments I was not aware that he was so concerned about pharmacy, or, indeed, that he had been appointed official spokesman for the Pharmaceutical Society.

Obviously, in the old show-biz tradition, any publicity for Stanley Blum is good publicity (good for Stanley Blum, that is; whether it is for the rest of us seems to be immaterial). What a pity he had not thought to tell our profession before this case that he advocated a 24-hour sure that your public will love you for saying it.

Payment for stand-by

Most areas already run a voluntary unpaid on-call service, which appears to work satisfactorily, provided that the public possess a modicum of common sense. If, however, a pharmacist was required to be on stand-by for 24 hours, he would also require to be paid for providing such a service.

Searching for a comparison, I have found that in the electricity supply industry, where a stand-by emergency system operates, the engineers are paid £5.10 for a week's stand-by duty, plus £2.40 for each time he is actually called out during the week. This call fee increases to £5.90 for Saturday and Sunday. I should add that these rates are shortly to be revised.

We should require to be paid a rate which compares favourably with this. Has Mr Blum worked out who will pay the sums involved? Or perhaps, unbeknown to us, he is at this moment carrying out secret negotiations with the Department of Health on our behalf.

J. V. Tapster
Watford, Herts

Arthur H. Cox & Co., Ltd.,

wish to announce

that the name of their product **Sennalax** (Senna tablets)

has been changed to

Senna-Discs

Your profit: £2.70 a dozen...



Vapona kills flies for profit

Vapona is the world's leading and most advanced fly killer.

Last year sales continued to accelerate rapidly.

In fact public demand was so big that many retailers ran out of stock.

This year there will be another big increase in Vapona sales.

Again there will be powerful Vapona advertising.

* On TV in peak time in all ITV areas.

* In full colour in Women's magazines.

* On Posters in key areas.

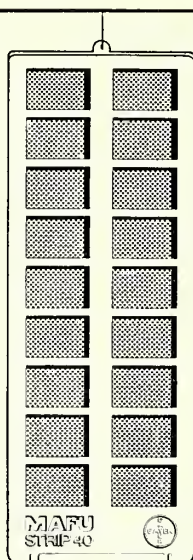
With Vapona handing out a handsome profit of £2.70 a dozen, don't be caught short.

**Stock up with Vapona
now and cash in.**



MAFU

THE 4 MONTH FLYKILLER

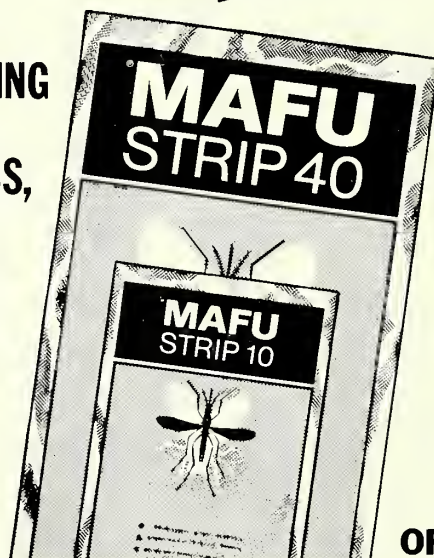


FREE CUFF-LINKS OFFER!!
 Send your order NOW to Gerhardt Pharmaceuticals Ltd for 2 or more cases either size @ £6.10 per case less GP's normal quantity discounts (retail value £8.50) and we will send you by return a presentation box containing one pair of stylish cuff-links value £1.75.
LIMITED TO ONE PAIR PER CUSTOMER.

**MAKES
 PROFIT
 FOR YOU
 DAY
 after
 DAY
 after
 DAY**

**WITH DAY-AFTER-DAY ADVERTISING
 IN DAILY EXPRESS, DAILY MAIL,
 DAILY MIRROR, SUNDAY EXPRESS,
 SUNDAY MIRROR, WOMAN,
 WOMAN'S WEEKLY**

Every day of the week—for 8 great weeks—MAFU advertising goes on. Right through the peak flykilling period. Just when you need a peak-selling line! MAFU—the flykiller that goes on and on killing flies (and other insects) for 4 whole months. It's automatic. It's clean. And it's complete in neat plastic holder ready to hang or stand.



MAFU STRIP 40
 85p (rsp) for average rooms
MAFU STRIP 10
 43p (rsp) for small rooms,
 wardrobes and caravans

ORDER NOW FROM

**Gerhardt Pharmaceuticals
 Limited
 Thornton Laboratories
 Purley Way
 Croydon CR9 3BE**

OR YOUR WHOLESALE

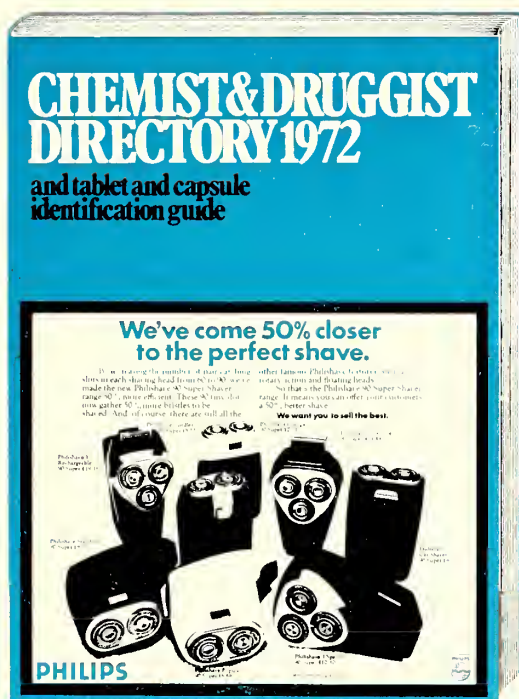
MAFU THE 4 MONTH FLYKILLER HAS PROVED IT MAKES PROFIT

there's more to it than just a change in name

From 1972 The Chemist & Druggist Year Book becomes Chemist & Druggist Directory. This change of title heralds important modifications to the editorial content all designed to justify its role as a reference book and a standard requirement for every Pharmaceutical Retailer, Wholesaler and Manufacturer.

Readers will find that the new Directory is far

more comprehensive than its predecessor and, in addition, a major new section will be incorporated—Chemist & Druggist Tablet and Capsule Identification Guide. Already established in its own right as an essential tool to Pharmacy the inclusion of the Guide into C & D Directory will further enhance the new Directory's value and widen its use.



The contents will include:

Trade Directory and Buyers Guide
Directories of:

- (a) Companies with interests in pharmacy
- (b) Drug and other trade associations
- (c) Hospital group and chief pharmacists
- (d) Pharmaceutical Committees
- (e) Pharmaceutical Organisations
- (f) Public and professional organisations

Medicines Act Legislation

NHS Review of Pharmaceutical Services

Preparations controlled in Eire

Purchase Tax, Salary scales

Tablet and Capsule Identification Guide

Publication date

March 1st.

Price: £6.00 plus 40p
postage and handling.

Special pre-publication price to Chemist & Druggist subscribers only £3.00 plus 40p postage & handling

Make sure of your copy now—see overleaf

order form

Please despatch copy/copies of the new 1972
CHEMIST & DRUGGIST DIRECTORY and invoice at
£3.00 per copy, plus 40p postage and handling . . . £

Signature _____

Name _____

Address _____

Date _____

Nature of Establishment _____

3rd fold and tuck-in

Postage
will be
paid by
licensee

BUSINESS REPLY SERVICE
Licence No. 2501

Chemist and Druggist
Benn Brothers Limited
154 Fleet Street
London
EC4B 4AT

21

1st fold

2nd fold

Demand will be heavy

Please return as soon as possible
to be sure of your copy

**Have you signed
the order form
at the top?**

MARKET NEWS

London February 16: Supplies of pharmaceutical chemicals were so far unaffected by the fuel emergency. The only price change was that of thiamine where a large maker advised a reduction of about £1.50/kg following an improvement in output.

Among crude drugs menthol continued to ease. Also lower were cascara, dandelion, gentian, balsam Peru and lemon peel. Kola nuts were dearer. Changes among essential oils were only marginal.

COMING EVENTS

Monday, February 21

Medway Branch, Pharmaceutical Society, Medway Postgraduate Medical Centre, Windmill Road, Gillingham, at 8pm. Mr J. C. Bloomfield on "Current affairs".

Tuesday, February 22

Reading Branch, Pharmaceutical Society, Southcote Hotel, Reading, at 8pm. Professor E. G. C. Clarke on "Aspects of drug analysis".

Wednesday, February 23

Pharmaceutical Society and British Society for the History of Pharmacy, 17 Bloomsbury Square, London WC1, at 7.00pm. Mr W. D. Hackman on "Early history of electrotherapy".

Plymouth Branch, Pharmaceutical Society, Boots Ltd, New George Street, at 7.30pm. Leslie Simpson's Film Evening.

Society for Drug Research, 17 Bloomsbury Square, London WC1, at 10am. "Anaesthetic and neuromuscular blocking drugs".

South London & Surrey Pharmacists' Golfing Society, Cobbs Banqueting Suite, Sydenham, London SE26, at 6.30pm. Annual dinner and dance.

Thursday, February 24

Birkenhead Branch, Pharmaceutical Society, Joseph Mayer Rooms, Bebington Civic Centre, at 8pm. Forum.

Bournemouth Branch, Pharmaceutical Society, Refresher course, postgraduate Medical Centre, Royal Victoria Hospital, Shelley Road, Boscombe, at 8pm. Dr D. Stern on "The bleeding diseases".

Brighton Branch, National Pharmaceutical Union, Langfords Hotel, Third Avenue, Hove, at 8pm. Annual meeting. Speakers: Mr D. N. Sharpe and Mr A. G. Trotman.

North Staffordshire Branch, Pharmaceutical Society, North Stafford Hotel, Stoke-on-Trent, at 7.30pm. Annual dinner and dance.

Portsmouth Branch, Pharmaceutical Society, Medical Centre, St Mary's Hospital, Portsmouth, at 7.45pm. Discussion of motions for branch representatives meeting.

South Eastern Region, Pharmaceutical Society, medical centre, Kent and Canterbury Hospital, Canterbury, at 8pm. Dr G. A. C. Christy on "Drugs and fertility".

Dundee Branch, Pharmaceutical Society, Queens Hotel, Dundee, at 8pm. Joint meeting with BMA. Dr A. Macdonald, on "Space travel".

Friday, February 25

Nottingham Branch, Pharmaceutical Society, Portland Building, Nottingham University, at 7.45pm. Annual dinner and dance.

THIS WEEK'S PRICE CHANGES

CONTACTASOAK (1553 Contactasol)

solution	10 cc	0.085	0.12%
CULLINGFORD (331 C of C)			
bath gems			
Belle	1.94dz	0.57dz	0.29 a
Berkley	4.68dz	1.37dz	0.70
Candle	3.08dz	0.90dz	0.46 i
Father Christmas	3.35dz	0.98dz	0.50
Lantern	2.61dz	0.76dz	0.39 a
Minor	3.48dz	1.02dz	0.52
Savoy	1.37dz	0.40dz	0.20 r
Square	6.03dz	1.76dz	0.90 a
Tassel	3.08dz	0.90dz	0.46 i
Chinese	2.15dz	0.63dz	0.32 a
Teltra	2.61dz	0.77dz	0.39 i
Waldorf	3.08dz	0.90dz	0.46 a
Chinese	2.61dz	0.77dz	0.39
Wand	3.35dz	0.98dz	0.50 i
Xmas tree	3.35dz	0.98dz	0.50

soaps			
buttermilk toilet	4.68	1.36	0.05 a
(1 gross)	(1 gross)		
rectangular toilet loose	2.60	0.76	0.03 r
(1 gross)	(1 gross)		
bath loose	5.08	1.48	0.06 i
(1 gross)	(1 gross)		

Economy pack toilet oval (4)	3.74 (4dz)	1.09 (4dz)	0.12 r
bath oval (2)	3.74 (4dz)	1.09 (4dz)	0.12
glycerine and cucumber toilet	4.74	1.38	0.05 i
(1 gross)	(1 gross)		

standard pack toilet oval			
(6) x 28 bags	3.28	0.98	0.18 r
bath oval			
(3) x 28 bags	3.28	0.98	0.18

CYCLAX (341 Cyclax)			
Australian moisture bronze			
easy-to-tan skin 95 g	..	..	1.10
sun-sensitive skin 95 g	..	..	1.20

DENTO (331 C of C)	1.38dz	0.40dz	0.21 a
DERBAC (1221 Windsor)			
liquid 2811	1.24dz	0.36dz	0.19 a
medicated shampoo 2835	1.24dz	0.36dz	0.19
soap 2810	0.78dz	0.23dz	0.12

DOROT (384 Dorot)			
medicated soap 75 g	0.80dz	0.24dz	0.12 c
DUO-GESTAN (1259 Unichem)			
lozenges	0.93dz	0.28dz	0.14% a

EMPIRIN (208 BW)			
compound 100			d
EYECLEAR (1553 Contactasol)			
eye drops 200 cc	0.20	0.06	0.36 a

EYESOOTHIE (1553 Contactasol)			
eye lotion 120 cc	0.185	0.055	0.33 a
130 cc pack			d

FDRCVEAL (1367 Unigreg)			
protein			d
FDRCVEAL PROTEIN (1367 Unigreg)			
8x15 g sachets			0.60 i

FRENCH ALMDND (1221 Windsor)			
bath oil 55 ml	4.49dz	1.96dz	0.79 a
bubble bath	4.99dz	1.45dz	0.79
creme perfume	5.96dz	2.60dz	1.05
dusting powder	6.53dz	2.85dz	1.15
hand cream	3.12dz	1.36dz	0.55
perfume purse size	4.83dz	2.11dz	0.85
presentation	9.09dz	3.97dz	1.60
mini mist spray	6.25dz	2.73dz	1.10
skin perfume	4.83dz	2.11dz	0.85
soap (2)	2.84dz	0.83dz	0.45
3 oz	9.09dz	3.97dz	1.60
splash Cologne	5.11dz	2.23dz	0.90
talcum puffer	3.12dz	1.36dz	0.55
shaker	2.33dz	1.02dz	0.41
travel trio	5.68dz	2.48dz	1.00

FYNON (104 BP)			
spa bath liquid	2.19dz	0.66dz	
FYNON (104 BP)			
spa bath liquid	2.10dz	0.66dz	0.29 i

GLEN (331 C of C)			
fly killer 14 oz	1.80dz	..	0.20 a
GRDSSMITH (545 Grassmth)			
bath crystals 809			d
toilet soap, white rose			
and cucumber 206 display	0.75dz	0.22dz	0.14 c

KODAK (711 Kodak)			
Instantmatic 28	1.76	0.79	3.50 •
LAEVTONINE (218 Calmic)			
entire entry			d

MAVALA (1361 Mavala)			
cuticle cream			0.97 i
emery boards			0.06%
hand cream			1.49

MENNEN (1506 Mennen)			
shampoo p21			d
Mepacrine Hydrochloride (649 ICI)			
tablets 0.1 g 100	0.27	..	0.40 c
1000	1.64	..	2.45

MYCIL (179 BDH)			
Ointment 30 g	0.12	..	0.18 a
powder 55 g	0.12	..	0.18

DMY (331 C of C)			
bath essence			
biyou large	1.92dz	0.84dz	0.31 a
16.20dz	7.11dz	2.62 i	
sachet boules	2.19dz	0.99dz	0.36 a

DRTHD-NOVIN 1/50 (922 Ortho)

tablets			
Unipak 21	0.23	..	0.35+S48
PARISILON (1061 Riker)			
tablets 2.5 mg 100	1.08	..	
7.5 mg 100	2.48	..	

tablets 2.5 mg and 7.5 mg packs of 30 and 300			d
PHAZYME (1178 Stafford)			
tablets 100	9.90dz	2.97dz	1.34 i

PROTEIN 21 (150 6 Mennen)			
shampoo sachet 109	0.325	0.05 i	
5000 (34z)	1.09	0.325	
5000	1.20dz	0.36dz	0.17
1000	2.00dz	0.60dz	0.28

RAINETTE (331 C of C)			
Hair lacquer aerosol			
16oz	2.62dz	1.15dz	0.38 a
refill 33 cc	0.50dz	0.22dz	0.07 i
sachet 25 cc	0.22dz	0.08dz	0.03
sachet 30 cc			d

soap toilet (4) bath (2)	3.74dz	1.09dz	0.12 a
3.74dz	1.09dz		0.12

RONSON (1079 Ronson)			
Automatic toothbrush			
standard pack T8711	3.49	0.94	5.76 i
travel pack T8715	2.88	0.82	4.79
rechargeable T8716	5.94	1.46	9.64

electric razors			
model RS			
RS45	6.27	1.88	10.53
RS55	6.84	2.05	11.49
RS35	4.86	1.46	8.17

hairdryers			
Rapide RA20	3.12	0.94	5.24
ROTO (331 C of C)			
Wrapped block	0.50dz	..	0.07 a

ROTOCUBES (331 C of C)	0.78dz	..	0.10 a
ROTOFRESH (331 C of C)	1.48dz	0.05dz	0.19 a
Complete			
RDTPAN (331 C of C)	0.78dz	..	0.10 a

toilet fitting			
ROTOBAN (331 C of C)			
channel block (3)	0.92dz	..	0.12 a
discs	0.72dz	..	0.09
juniors	1.31dz	0.07dz	0.16
superfume crystals	1.36dz	..	0.17

SENNALAX (312 AC)			
SENNALAX-DISCS (312 AC)			d
SMITH KENDON (1152 SK)			
glucose tablets			
Mocca coffee flavoured			
7oz	1.57dz	0.28dz	

SWISTAN (331 C of C)			
cream tube	1.28dz	0.37dz	0.09 i
lotion standard	1.28dz	0.37dz	0.09 r
large	2.55dz	0.74dz	0.38
milk	1.94dz	0.59dz	0.29

TABAC ORIGINAL (443 Eylure)			
after shave lotion			
15cc	..	..	0.35 a
47cc	..	..	0.66
90cc	..	..	0.98
163cc	..	..	1.59
305cc	..	..	2.90
114cc	..	..	1.10

Eau de Cologne			
15cc	..	..	0.39
7cc	..	..	0.73
90cc	..	..	1.05
163cc	..	..	1.60
305cc	..	..	2.99
114cc	..	..	1.20

pre shave lotion			
47cc	..	..	0.66
90cc	..	..	0.98
163cc	..	..	1.59
80 g	..	..	0.91 i

shaving foam spray			
soap-on-a-rope			d
TONABATH (331 C of C)			
foam bath capsules			
tube 8	2.61dz	0.77dz	0.39 a
3.02dz	0.88dz		0.45

TOPILAR (1584 Syntex)			
cream 500g	6.25	..	+S48 TS i
ointment 500g	6.25	..	+S48 TS

100 B1			
= Beautshops International Ltd			
45 Berners Street, London, WIP 3AD			
01-580 1544			

392 DUB			
= Bubbary International (UK) Ltd.			
45 Berners Street, London, WIP 3AD			
01-580 1544			

The publication of the weekly cumulative price list will be resumed as soon as the power emergency permits.

BIG BEMAX BONUS 15p PER CASE! PLUS HAND- PICKED CONSUMER OFFER



Here's the offer:
Two handsome, hand-made
cereal bowls for 75p, plus a Bemax packet
top. In top-quality pottery, made by the
craftsmen of Iden Pottery, Rye, Sussex, they are
especially designed to appeal to back-to-nature Bemax
buyers. Make sure you stock up in time.

The natural food tonic
BEMAX

Take care of Savlon Babycare and the pounds will take care of themselves.

Did you know that baby toiletries are becoming more and more important to chemists? That it is one of the few areas where chemists are gaining over grocers? And that last year your sales increased by half a million pounds over the year before?

That's why you're on to such a big potential money-maker in ICI's Savlon Babycare. Babycare is, of course, a chemist-only range. But, even more important to you, it is the first range of baby care products specifically formulated to pharmaceutical standards. Each product, the cream, shampoo, lotion and talc, is medicated with an ICI antiseptic to overcome such common skin problems as nappy rash, cradle cap, soreness and chafing. So that mothers are provided with a complete skin-care routine.

We're spending big money on the biggest baby care campaign ever mounted in Woman, the biggest-selling women's

weekly magazine. Seven out of every ten women coming into your shop will see our colour pages in Woman and in the baby publications. Almost every new mother will have been given a sample of the cream in hospital, as well as a leaflet describing the whole range. All this, plus professional recommendation, is designed to direct her towards your counter looking for Savlon Babycare.

You can make high profit margins on all packs (over 40% on S.P.). With an extra display bonus from our representative if the Babycare products are featured on display.

Now make sure your shop carries Savlon Babycare – the one doctors and midwives recommend. Make space for Savlon Babycare where your customers can see and handle it, and, if you run into any difficulties in obtaining supplies from your wholesaler, contact your Savlon representative and he will sort it out.



BC42

SAVLON BABYCARE

all the care a baby's skin needs

When quality
really counts

insist
on Regent
generics

And when does quality not really count?
Regent Laboratories are meticulous about quality control. It is rigidly applied as a continuous process ensuring every product is made to the very highest standard.
Regent offer a personal service, custom manufacturing, private

labelling, export service and delivery from stock, to the wholesale trade only. Send for complete details of the range of generic tablets, capsules and custom manufacturing services to

Regent Laboratories Ltd
Cunard Road Park Royal London NW10
01-965 3000 9 Cables: Vitakap London



REGENT LABORATORIES LTD

From our range
of over 250 items

Tablets

Ascorbic Acid
Amylobarbitone
Aminophylline
Barbitone Sod.
Colchicine
Calcium with Vit D
Codeine Phos.
Cyclobarbitone
Digitalis Prep.
Ephedrine Hcl.
Ferrous Gluconate
Folic Acid
Glyceril Trinit.
Imipramine
Methyl Testosterone
Nicotinamide
Nicotinic Acid
Oxytetracycline
Paracetamol
Penicillin V Pot.
Phenobarbitone
Phenylbutazone
Prednisolone
Prednisone
Propantheline
Quinalbarbitone
Quinidine Sulph.
Quinine Bi-Sulph.
Quinine Sulph.
Stilboestrol
Tetracycline Hcl.
Thiamine Co. Fort.
Thyroid.

Capsules

(powder filled)
Penicillin V Pot.
Oxytetracycline Hcl.
Tetracycline Hcl.
Amylobarbitone Sod.
Pentobarbitone Sod.
Quinalbarbitone Sod.

Capsules

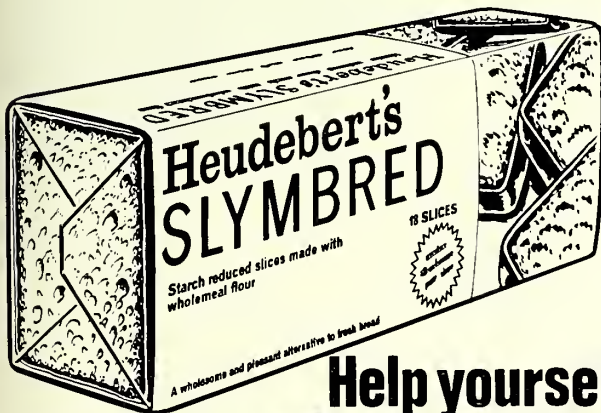
(Soft Gelatine)
Vitamin A Fort.
50,000 i.u.
Vitamins A and D B.
Halibut Liver Oil
Cod Liver Oil
Wheat Germ Oil
Vitamin E
Vitamin B Complex
Multivitamins and
Minerals
Vitamins B.P.C.
Garlic Oil
Inhalation Oil
Male Fern Extract

**Do not
disappoint
your customers**
—stock and display

Askit

Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES



**Help yourself
to a good slice of the
slimming-aid business**

Low in calories, high in protein, Heudebert's SLYMBRED is a pleasant alternative to fresh bread and crispbreads for all your many customers who are on calorie-controlled diets. With a name that's been respected for over 40 years, modern packs, attractive display material and of course a generous mark-up, your profits from Heudebert sales could be your biggest gain in the reducing-aids business.

Heudebert's SLYMBRED (brown) & Starch Reduced Slices (white)

18 slices per packet. 24 packets per outer.

Ideal as part of calorie-controlled diet and also recommended for persons suffering from diabetes.

Send now for full details to:

HEUDEBERT FOODS LTD
ASHTON ROAD OLDHAM LANCs Tel: 061-633 1181

Some of the
Seton
range of specialised surgical
dressings and appliances
used in Hospitals throughout
the world.

TUBITON & TUBINETTE Tubular bandages.

TUBIGRIP Radial pressure bandages for support and rehabilitation. Nine sizes available in 10 metre rolls.

TROMBOVAR 1% & 3% A sclerosing agent for use in the treatment of varicose veins and haemorrhoids.

LESTREFLEX Elastic diachylon bandages for skins sensitive to zinc oxide and rubber adhesives.

ZINCABAND, ICTHABAND, URABAND, CALABAND, TARBAND & QUINABAND Medicated paste bandages for dermatological conditions and venous disorders of the legs.

TUBIFOAM TUBES Tubular, porous foam, bonded to Tubiton bandages. Ideal for protecting fingers and toes.

VARICO LEG BANDAGES Pressure bandages with foot loops and central blue line for guiding application.

TUBIPADS Padded Tubigrip bandages for the prevention and treatment of pressure sores on heels and buttocks.

PETRONET & SULPHONET Tulle dressings for burns, open wounds and skin grafts.

SETONIQUETS Tourniquets incorporating Velcro touch-and-close fastening.

DALZAFOAM Plain or adhesive backed polyurethane foam for pressure bandages and support linings.

SUPASAC & COLOSET Ileo/Colostomy bags in soft, deodorised PVC.

SETON URINE DRAINAGE BAGS A full range to meet all needs.

SETONPLAST & SETONPLAST SUPER Plastic Waterproof strappings.

PAEDIATRIC URINE COLLECTORS For use on either sex.

SETON SKIN TRACTION KIT With non-allergic adhesive.

COLLAR 'N' CUFF Support sling for the arm.

Seton
Products Limited

Tubiton House, Medlock Street, Oldham,
Lancashire, England.

Tel: 061-652 2222 (5 lines)

Telegrams: 'Tubiton' Oldham.

Manufacturers and World Distributors of Specialised
Surgical Dressings and Appliances.

A member of the **Seton** Group

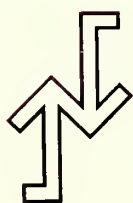
BeCePak

**The range of amber tablets in PVC...
from Beatson Clark**



*Featuring
the one size
snap cap
to fit
the complete range*

Beatson BeCePak is made in tough, flexible PVC. Resistant to damage through impact and has good resistance to water vapour. Offers the basic advantages of plastic—lightness, hygiene, economy, plus ease of handling and packaging.



Order from your wholesaler now

sizes	15ml	30ml	60ml	75ml	100ml
quantity per box (including snap caps)	200	200	150	150	150